

Hans Patton



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Objective

Continue to excel in a sales leadership role within the healthcare / medical device market where I can apply my unique and extensive sales experience to drive profits, increase revenue and maintain customer loyalty. Motivate and lead direct or indirect reports to achieve growth targets and company objectives.

Summary of Qualifications

- Over 20 years of unique sales success
- Over 10 years of direct capital sales experience
- A self-motivated leader, influential personality, mentor, competitor, team player, and results driven producer
- Excellent communicator, customer focused, highly skilled negotiator and driven closer
- Negotiated an unprecedented number of profitable IDN contracts in the Western US and across the country
- Consistent record of achieving and exceeding sales objectives

Professional Experience:

Biovision Diagnostics, Commercialization Consultant

4/2022 – Present

Developing short and long-term strategies to expand sales channels with a special focus on California correctional facilities, nursing homes, physician groups and mid-market businesses with 5 to 500 employees. Targeted tests include: drug testing, PCR testing, pharmacogenomics and gut health.

Radiometer (Danaher Corporation), Senior IDN Sales Manager, National Accounts Western US

4/2020 – 4/2022

Responsible for targeting, growing and managing strategic accounts. Developed profitable business plans and proposals with Finance, Service, Regional Management and National accounts teams to effectively negotiate, close and execute large product portfolio contracts. Communicated and effectively managed all aspects of project roll-outs internally across multiple departments and externally with hospital administration and end users.

Recent Accomplishments

- 2021 revenue growth, 23%
- 2021 National Account Manager of The Year
- March 2021: Promoted to Vizient National Account Manager (in addition to current role)
- 2020 National Account Manager of The Year
- 2020 revenue growth 28%
- Over 70% of 2020 unit sales were competitive takes
- Lead the organization with price variance increases across all product lines. (Confidential growth %)
- 2015 to 2021: Grew business from 7 million to 18 million in annual revenue

**Radiometer, IDN Sales Manager Western US (AK,OR,WA,AZ,CA,NV,UT,HI)****January 2017 to April 2020**

Responsible for leading the West Coast sales team in developing sales strategies for key target accounts and existing accounts. Managed sales forecasting, sales goals, objectives and the complete sales cycle.

Accomplishments

- 2019: 126% to unit quota, 17.4% regional revenue growth (#1 in the country), 79% competitive wins
- 2018: 103% to unit quota, 11.2% regional revenue growth, 40% competitive wins.
- Motivated, led, trained and provided sales guidance to more than 7 sales representatives and multiple Regional Sales Managers.

Radiometer, Sales Representative (Los Angeles, Fresno and Hawaii)**May 2015 to January 2017**

Responsible for account retention, growing revenue, and increasing market share within the laboratory and Point of Care Dept.

Accomplishments

- Grew territory by over 150% within a two-year period
- More than doubled the account base
- 2017: 304% to quota (#1 in the country), 81% competitive wins (#1 in the country)
- Most competitive placements in the OR/CVOR
- Reestablished a historically broken territory and put Radiometer back on the map in the West Coast

Ronald Reagan UCLA Medical Center, RRT-AACS**September 2013 - May 2015**

Worked as a Registered Respiratory Therapist (RRT) with Adult Critical Care Specialty (AACS) within the ICU (intensive care unit). Rotated through three separate ICUs, which include Neuro-Trauma, Medical, and Surgical.

Accomplishments

- Co-Chairman of the Respiratory Practice Council
- ACCS (Adult Critical Care Specialist); First therapist at UCLA to earn this well respected credential

Patton Executive Consulting, Glendale, CA (Owner)**1/2006 - 7/2010**

Successfully started and developed a revenue generating insurance recruiting firm which focused on the recruitment of insurance professionals within the commercial insurance industry.

Accomplishments

- Designed and implemented a business and sales plan that lead to a revenue generating firm
- Networked with insurance professionals, business owners, and executives on a daily basis
- Constructed and launched company website
- Created email campaign, which targeted a network of brokers and insurance professionals



- Developed a model to successfully forecast sales results based on sales activity, client size, and close ratios

Orion Risk Management, Pasadena, CA - Insurance Broker

6/2004 - 1/2006

Led the Pasadena office in sales and worked collaboratively with company Chairman to actively recruit and interview insurance brokers and service professionals. Other responsibilities included: marketing campaigns, business strategies and development, project management, renewal strategies, and account retention.

Accomplishments

- Successfully cultivated and brokered \$500, 000 in new residual business
- Assisted in the development of an annual business plan and sales plan
- Created and directed the company's re-band initiative which included the company's mission statement, designing of target specific collateral materials and the development and launch of the company's telemarketing program

Crown Lift Trucks, Long Beach, CA - Sr. Account Manager

8/2000 - 6/2004

Managed three assigned territories over a four-year period. Sales were approximately \$3.5 million dollars. Partnered with management, corporate, allied department, and service team members to maintain a high level of service to existing and new customers.

Accomplishments

- Derived over 50% of sales from cold calling on new business
- Salesmen of the month multiple times
- Collaborated with management and accounts payable/receivable team to identify and resolve billing, and or service issues experienced by client
- Created and sold complex payment plans that included corporate financing and leasing, the utilization of outside leasing companies, and innovative payment options

Education

A.S. degree in Respiratory Therapy, Deans List
East Los Angeles College

2011-2013

B.A. degree in Applied Communications
Azusa Pacific University

1998-2000